



# EXPORT NEWS

A newsletter of the U.S. Export Assistance Center, Houston, Texas

April 2006

## CONTENTS

<b>NEWS</b>	1
China: Risk, Reward & How to Win	1
Libya: CS Services Now Available	2
Libya: Exim Open for Public Sector	2
CS Discounted Services for Hurricane Affected Companies	2
USTR Annual Report on Trade Barriers	2
Market of the Month: CAFTA-DR	2
Internships	2
<b>TRADE LEADS</b>	2
<b>TRADE EVENTS</b>	2
Houston Mission to India	2
CAFTA Conference	3
Doing Business with Israel	3
Cyber Security & Identity Theft	3
Essentials of US Export Controls	3
Export Excellence Awards	3
<b>STAFF DIRECTORY</b>	3
<b>ENERGY NEWS</b>	4
Energy Trade Leads - Iraq	4
Webinar: Canada's Oil Sands	4
Global Petroleum Show - US Pavilion	4
Rio Oil & Gas	4
Offshore Technology Conference 2006	4

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### WHO WE ARE ...

The Houston U.S. Export Assistance Center is part of the U.S. Department of Commerce's U.S. & Foreign Commercial Service (CS). The CS mission is to assist small-to-medium sized businesses with exporting their products and services worldwide. For more information, visit [www.export.gov/](http://www.export.gov/)

## Bringing America's Finest China Experts to your Doorstep



May 16, 2006 ★ Houston, Texas

Doubletree Hilton Hotel

This is the premier event for American firms serious about profitably exporting to China. The conference will provide market intelligence and resources essential to thrive in this robust, advancing economy. Market experts include public and private sector representatives from the U.S. and China.

CEOs, presidents, managers, logistics managers, directors of business development, and career-minded professionals interested in Asia will benefit from attendance.

### Panels include:

- ★ *Financing*
- ★ *Market Entry Strategies*
- ★ *Distribution, Logistics & Chinese Customs*
- ★ *IPR- Protecting Your Investment*
- ★ *Energy and IT*

### OPTIONAL CONFERENCE EVENTS

May 15  
Kick-off Reception

May 17  
**One-on-One Counseling Sessions**  
Customized business briefings with U.S. Commercial Service-Beijing industry specialists.  
*Requires early registration.*

★  
**Marketing Partnerships & Exhibit Opportunities Available !**

### FOR MORE INFORMATION OR TO REGISTER ONLINE:

[www.chinabizconference.com](http://www.chinabizconference.com)

The Commercial Service is please to acknowledge Houston-based Continental Airlines for their generous contribution as a National Sponsor of this conference.

**LIBYA: GOLD KEY & ICP SERVICES NOW AVAILABLE**

Effective April 1, the U.S. Commercial Service will offer limited Gold Key and International Company Profile services in Libya.

**Gold Key Matching Service will offer:**

- Appointments with prospective trade partners in key industry sectors
- Briefing with Economic and Political Officers at the U.S. Liaison office to developing follow-up strategies
- Interpreter and car
- Help with travel and accommodations
- Cost: \$650 for each day

**International Company Profile Service will offer:**

- A detailed background report on a prospective sales representative or partner
- A listing of the company's senior management
- Main business activities and product/service lines
- Banking and financial information
- \$600 - for Tripoli & adjoining areas

Please contact our office to engage these services.

**LIBYA: EXIM'S OPEN FOR PUBLIC SECTOR TRANSACTIONS**

As of March 23, Ex-Im Bank has updated its Country Limitation Schedule (CLS) with regards to Libya. See, <http://www.exim.gov/tools/country/clsmemo25.html>.

**HURRICANE-AFFECTED COMPANIES ELIGIBLE FOR DISCOUNTED CS SERVICES**

Through September 30th (or until the funding is depleted), the Commercial Service will offer International Company Profiles (ICP), International Partner Searches (IPS) and the Gold Key Service (GKS) at a 50% discount for eligible companies in Hurricane-affected areas. Clients may receive one ICP or IPS and 3 GKS at the discounted rate.

For eligibility, please contact our office. For more information on CS services see <http://www.export.gov/comm%5Fsvc/>.

**ANNUAL REPORT ON FOREIGN TRADE BARRIERS OUT**

The U.S. Trade Representative's Office (USTR) has released the 21st National Trade Estimated Report on Foreign Trade Barriers (NTE), a series that surveys significant foreign barriers to U.S. exports. For details, see the USTR's website at <http://www.ustr.gov/>.

**MARKET OF THE MONTH: CAFTA - DR REGION**

El Salvador is the first country in which the Central America-Dominican Republic-U.S. Free Trade Agreement (CAFTA-DR agreement) took effect on March 1. Nicaragua and Honduras just took effect April 1. The U.S. will implement the CAFTA-DR on a rolling basis as countries make sufficient progress to complete their commitments under the agreement.

CAFTA-DR includes seven signatories: the U.S., Costa Rica, Dominican Republic, El Salvador, Guatemala, Honduras, and Nicaragua. In the U.S., President Bush signed it into law on August 2, 2005. The CAFTA-DR has been approved by the legislatures in the Dominican Republic, El Salvador, Guatemala, Honduras and Nicaragua. Approval is pending in Costa Rica. CAFTA-DR will be the U.S.'s second largest free trade zone in Latin America after Mexico. For further details on the agreement and best prospects for U.S. exports, see <http://www.buyusa.gov/centralamerica/en/6.html>.

See p. 3 for Houston's upcoming CAFTA SUMMIT.

**INTERNATIONAL BUSINESS INTERNSHIP OPPORTUNITIES**

Do you know a college student who would you like to gain real work experience that will provide an edge for entering today's job market? Our office provides non-paid internships. For details, see <http://www.buyusa.gov/houston/internships.html>.

**TRADE LEADS**

New trade leads, vetted by the CS offices worldwide, are received every day. To review current leads, visit the CS Trade Leads database at [http://www.export.gov/eac/trade\\_leads.asp](http://www.export.gov/eac/trade_leads.asp).

**EVENTS****CITY OF HOUSTON MISSION TO INDIA**

June 10-17

This week-long mission to New Delhi and Mumbai will include high-level Indian government meetings, one-on-one business meetings, networking luncheons and receptions and an in-country briefing by the U.S. Embassy. For details, contact Maria Velasquez at [mvelawquez@houston.org](mailto:mvelawquez@houston.org) or (713) 844-3661.



## CAFTA SUMMIT

### EXPANDING THE HOUSTON AND CENTRAL AMERICA BUSINESS CONNECTION

DoubleTree Hotel Houston Downtown  
April 20-21



Featuring keynote address by U.S. Secretary of Commerce Carlos M. Gutierrez (left) & The Honorable Kevin Brady, U.S. Representative (right).



Central America and the Dominican Republic are the 2nd largest export market in Latin America behind Mexico. With the recent passage of the Central American/Dominican Republic Free Trade Agreement by the U.S. Congress, Houston is poised to truly become the Gateway to the Americas. With the clear benefits to Texas companies of NAFTA, the implementation of CAFTA/DR will further solidify Houston's key role in integrating our economy with our neighbors to the South.

This two-day conference will feature the Commercial Service's senior commercial officers working in the region as well as Houston-based executives with significant experience to share. Cost: Full conference \$175, One day \$100. To register, see <http://www.houston.org/events/event.asp?meetingType=CAL>. Or, contact Kristen Culwell at [kculwell@houston.org](mailto:kculwell@houston.org) or 713-844-3636.

## Doing Business with Israel

UH International Trade Center  
April 27

Israel is a thriving, transparent, democratic market with high-tech trade opportunities. Co-sponsored by CS Houston, the University of Houston's Small Business Development Center and the Government of Israel's Economic Office, this seminar will provide guidance on how to successfully do business with Israel. An Israeli government official will be a featured speaker, and Mr. Ronald Soriano, senior commercial officer, Commercial Section of the U.S. Embassy, Tel-Aviv will participate live via videoconference. Time: 8:30am - 12noon. Cost \$50. For details, please contact Alan Richel at [alan.richel@mail.doc.gov](mailto:alan.richel@mail.doc.gov) or 281-449-9417.



## CYBER SECURITY & IDENTITY THEFT

UH International Trade Center

April 26

How vulnerable is your company's electronic data to a cyber security threat? Although "cyber security" sounds like a concept from the future, it is an issue impacting numerous companies and individuals. Join the Organization of Women in International Trade- Houston chapter for a luncheon program featuring Madelyn Feinberg, CEO of Avatar Computer Solutions. Cost: \$5 members/\$10 guests. Send your RSVP to [dpatrik@atlexpress](mailto:dpatrik@atlexpress), or on-line at <http://www.owit-houston.org/>.



## ESSENTIALS OF U.S. EXPORT CONTROLS

Wyndham Greenspoint-Houston

April 18 - 19

The U.S. Department of Commerce Bureau of Industry and Security (BIS) and Houston District Export Council in conjunction with the Houston U.S. Export Assistance Center will hold a two-day conference that will provide Houston companies with the *Essentials of U.S. Export Controls* including critical information about the U.S. Export Administration Regulations (EAR). Cost: \$295.00. Register at <http://www.acteva.com/go/HDECBISSeminar2006>.



## EXPORT EXCELLENCE AWARDS

May 18

Mark your calendar to attend a luncheon honoring area service providers. Featured speaker is U.S. Ambassador to Spain, and former Houstonian, Eduardo Aguirre. Watch for more information!

**Applications are currently being accepted in 11 categories. Contact our office for details.**

**Note:** The U.S. Government does not endorse products or companies, and assumes no responsibility for the accuracy of data contained herein, or for the success or failure of any business transaction resulting from opportunities listed in this publication. **If you would like to be removed from this mailing list, please contact the Houston Office.**

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## ENERGY TRADE LEADS

## IRAQ: CRUDE STABILIZATION PLANT IN NORTHERN IRAQ REQUIRES PUMPS &amp; VALVES.

Sizeable quantity of pumps, valves and other critical parts, in addition to engineering design and installation services are in demand. Contact our office for pre-tender alert.

## ENERGY EVENTS

## Webinar Series

## EXPORTING TO CANADA'S OIL/GAS SECTOR

April 6

3:00 PM CT

**Capital Spending \* Technology \* Opportunities**

This Webinar will detail the astounding growth taking place in Canada's oil and gas sector, and in particular, the Oil Sands of Alberta. It will discuss the export opportunities for U.S. suppliers, and trade promotion activities offered by the U.S. Department of Commerce and will feature Terry Sorgi, principal commercial officer, U.S. Consulate General, Calgary, Alberta, Canada. **Log-on from your office computer!** Cost: free. To receive web access details, please contact: Sharon Atkins or Crystal Roberts at Tel: 403-265-2116 or [sharon.atkins@mail.doc.gov](mailto:sharon.atkins@mail.doc.gov).



## GLOBAL PETROLEUM SHOW

Calgary, Canada

June 13-15

**US Pavilion booths still available!**

Pavilion participants receive:

- Exhibitor space in the pavilion
- A market briefing
- Four - six pre-arranged appointments
- U.S. Consulate hosted reception

Cost: \$3750. For further details contact our office or see <http://www.buyusa.gov/houston/globalpetroleumshow.html>.

## RIO OIL &amp; GAS SHOW - 3 WAYS TO PARTICIPATE

Rio de Janeiro, Brazil

September 11-14

Target the largest oil & gas show in Latin America with the assistance of the U.S. Commercial Service in Rio de Janeiro. Three ways to participate:

- **Gold Key Service**
- **Featured U.S. Exporter Listing** on CS Brazil Website
- **Catalog / Product Literature Center**

For further details, please contact our office or Regina Cunha, CS Rio, at [regina.cunha@mail.doc.gov](mailto:regina.cunha@mail.doc.gov).

## OFFSHORE TECHNOLOGY CONFERENCE '06

*New Depths, New Horizons*

Reliant Center, Houston

May 1-4

Once again, CS will be very active in supporting U.S. exporters at OTC. Our overseas posts are currently finalizing their delegation lists. In 2005, 500 foreign buyers and representatives attended the show with the help of our organization. As of press time, CS-organized delegations will include members from:



- |              |                |
|--------------|----------------|
| • Australia  | • Norway       |
| • Brazil     | • Qatar        |
| • Kazakhstan | • Saudi Arabia |
| • Kuwait     | • UAE          |
| • Mexico     | • Venezuela    |
| • Nigeria    | • Yemen        |

**DELEGATION LISTS:** The lists of foreign buyers, representatives and distributors participating in CS-organized delegations will be available shortly through the **Energy e-Market Express**. Watch for our email announcement. Or, email our office today to make sure you receive the information upon release.

**SHOW TIME APPOINTMENTS:** To learn more about each delegation and receive one-on-one counseling from a U.S. Commercial Service Energy Specialist, please sign up for our Show Time program. Through Show Time, U.S. companies can arrange a 30-minute private counseling session to discuss market strategies. Show Time appointments can be arranged for your booth or in room 706/707 of Reliant Center. There is no cost for this service. Appointments are made on a first-come, first-serve basis and will be held Tues., May 2 and Weds., May 3. Register at: <http://www.buyusa.gov/eme/otc.html>.

**INDUSTRY BREAKFASTS:**

Organized by the U.S. Dept. of Commerce Manufacturing and Services Office of Energy & the Environment, this year the series will feature:

- **India** - Tues., May 2
- **Russia** - Weds., May 3
- **Australia** - Thurs., May 4

Time: 7:30 -9am. Cost: \$25 for OTC attendees. See [http://www.otcnet.org/2006/tech\\_prog/breakfasts.html](http://www.otcnet.org/2006/tech_prog/breakfasts.html).

Receptions to Note...

**Bilateral US-Arab Chamber reception** honoring North Africa/Middle East delegates, 5/1. Call 713-880-8168.

**NOMADS reception**, 5/2, 5-7:00 pm. Cost: \$38. Email Wanda Baker at [wandabaker@houston.rr.com](mailto:wandabaker@houston.rr.com).